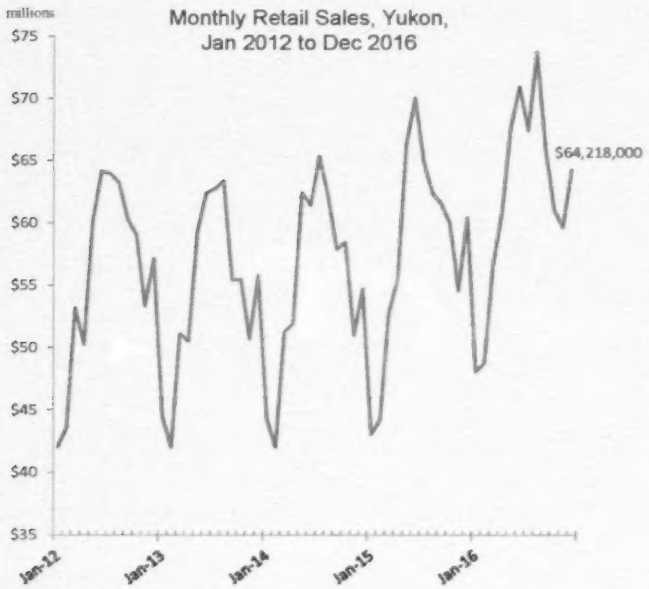
YUKON BUREAU OF STATISTICS

YUKON RETAIL SALES
2016

Highlights:

- Yukon's retail sales totalled $744.8 million in 2016, an increase of $49.4 million, or 7.1%, compared to the revised 2015 figure of $695.4 million.
- Comparing 2016 to 2015, *Gasoline stations'* sales increased by $14.0 million (13.2%) and *Health and personal care stores'* increased by $5.4 million (14.6%).



Retail Sales

The annual value of Yukon's retail sales increased each year since Yukon data became available in 1991, with the exception of three years: 2004 (-2.0%), 2009 (-1.4%) and 2013 (-2.6%).

The annual sum of retail sales in 2016 was $744.8 million, a 7.1% increase over the revised value of sales in 2015 ($695.4 million).

Retail sales show a marked seasonal pattern in Yukon with high peaks in June through August and then a smaller peak in December. While the peak in the summer months had an overall upward trend, the December peak had a downward trend between 2012 and 2014 before increasing substantially in 2015 and again in 2016. The spread between the peak in December and that in the summer months of the next year was the widest in 2015.

Yukon's total retail sales is broken down by industry in this publication. Retail sales by industry are arranged according to their NAICS (North American Industry Classification System) categories.

About Retail Trade

Retail trade figures are estimates of the sum of retail sales in an area. Canada's sales levels are published on a monthly basis, both seasonally adjusted and unadjusted, for all provinces and territories and for three census metropolitan areas. The monthly results are typically released by Statistics Canada 50 days after the end of the reference month.

This publication includes unadjusted data from the monthly Retail Trade Survey. Every year, with February data release, Statistics Canada releases revised monthly data for the previous year. Factors influencing revisions include late receipt of respondent information, corrections to the information provided, the replacement of estimated figures with actual values (once available), and the re-classification of companies within, into and out of the retail trade industry.

Related Links

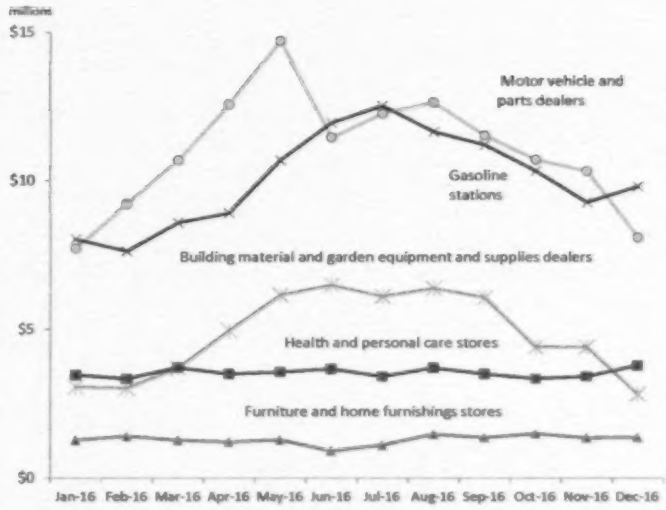
- Statistics Canada's monthly publication: http://www.statcan.gc.ca/bsolc/olc-cel/olc-cel?lang=eng&catno=63-005-XWE
- Retail sales on our website: http://www.eco.gov.yk.ca/stats/stats_retail.html
- Yukon Monthly Statistical Review - including the most recent monthly retail and wholesale trade figures: http://www.eco.gov.yk.ca/stats/monthlyreview.html
- Monthly Yukon Fuel Price Survey: http://www.eco.gov.yk.ca/stats/stats_princ.html

Monthly Sales, Yukon, January to December 2016

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
						($000)						
Total Retail trade	**48,039**	**48,752**	**56,754**	**60,789**	**67,693**	**70,914**	**67,383**	**73,685**	**65,942**	**61,013**	**59,607**	**64,218**
Motor vehicle and parts dealers	7,719	9,214	10,686	12,561	14,716	11,456	12,263	12,632	11,521	10,704	10,317	8,085
Automobile dealers	5,933	7,396	7,894	8,788	x	x	x	x	x	x	x	x
Other motor vehicle dealers	x	x	x	x	x	x	x	x	x	x	x	x
Automotive parts, accessories and tire stores	x	x	x	x	x	x	x	x	x	x	x	x
Furniture and home furnishings stores	1,273	1,401	1,266	1,200	1,278	897	1,099	1,471	1,353	1,485	1,340	1,361
Electronics and appliance stores	x	x	x	x	x	x	x	x	x	x	x	x
Building material and garden equipment and supplies dealers	3,056	3,012	3,688	4,945	6,148	6,483	6,103	6,375	6,067	4,395	4,400	2,813
Food and beverage stores	15,580	15,013	17,102	17,360	18,396	22,355	17,784	19,878	18,608	17,152	17,252	x
Grocery stores	x	x	x	x	x	x	x	x	x	x	x	x
Supermarkets and other grocery (except convenience) stores	12,801	11,953	13,377	13,575	14,051	17,084	12,944	14,794	14,585	13,387	13,504	14,745
Convenience stores	x	x	x	x	x	x	x	x	x	x	x	x
Specialty food stores	x	x	x	x	x	x	x	x	x	x	x	x
Beer, wine and liquor stores	x	x	x	x	x	x	x	x	x	x	x	x
Health and personal care stores	3,455	3,330	3,707	3,490	3,559	3,658	3,405	3,695	3,492	3,330	3,409	3,775
Gasoline stations	8,030	7,617	8,581	8,904	10,685	11,947	12,517	11,647	11,208	10,326	9,264	9,802
Clothing and clothing accessories stores	x	x	x	x	x	x	x	x	x	x	x	x
Clothing stores	603	612	741	892	914	898	935	968	1,081	1,133	1,145	x
Shoe stores	x	x	x	x	x	x	x	x	x	x	x	x
Jewellery, luggage and leather goods stores	x	x	x	x	x	x	x	x	x	x	x	x
Sporting goods, hobby, book and music stores	x	x	x	x	x	x	x	x	x	x	x	x
General merchandise stores	x	x	x	x	x	x	x	x	x	x	x	x
Miscellaneous store retailers	x	x	x	x	x	x	x	x	x	x	x	x

x = data suppressed

Yukon data on retail sales, categorized by industry, were available on a monthly basis for five industry subsectors in 2016: *Motor vehicle and parts dealers; Gasoline stations; Building material and garden equipment and supplies dealers; Health and personal care stores;* and *Furniture and home furnishings stores.* The seasonal variations in sales of these categories are captured in the graph. As shown in the graph:



- *Motor vehicle and parts dealers'* sales increased steadily during the first 5 months of the year, fluctuated in the summer months, and then started decreasing to return close to the January level. In 2016, the highest amount was in May at $14.7 million.
- *Gasoline stations'* sales were strong in the 2016 summer months, reaching the peak of $12.5 million in July.
- *Building material and garden equipment and supplies dealers* sales normally show marked seasonality, with increases in the summer months. In 2016, the highest amount was in June at $6.5 million.
- *Health and personal care stores'* sales registered slight fluctuations over the months with small increases in March, June, August and December.
- *Furniture and home furnishings stores'* sales remained steady during the first five months of the year, decreased in June, and then registered an overall increasing trend through the end of the year.

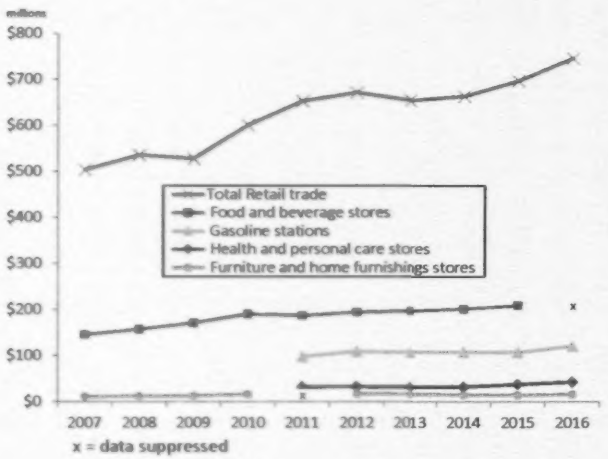
Of the data available, the annual sales for *Motor vehicle and parts dealers* totalled $131.9 million in 2016, representing 17.7% of the total retail sales in 2016. This was followed by *Gasoline stations'* annual sales at $120.5 million (16.2% of the total retail sales); *Building material and garden equipment and supplies dealers at $57.5 million (7.7%); Health and personal care stores at* $42.3 million (5.7%); and *Furniture and home furnishings stores* at $15.4 million (2.1%). Within the industry group of *Grocery stores* (part of *Food and beverage stores* subsector), annual sales of *Supermarkets and other grocery store (except convenience) stores* totalled $166.8 million in 2016.

Annual Sales and Growth, Yukon, 2012 to 2016

For 2016, annual data for five subsectors and one industry in Yukon were available. The five subsectors accounted for 49.4% of the total Yukon retail sales in 2016. The table below displays all annual data available during any of the five years.

	2012[r]	2013[r]	2014[r]	2015[r]	2016
	Sum of sales ($000)				
Total Retail trade	**670,173**	**653,048**	**662,488**	**695,371**	**744,789**
Motor vehicle and parts dealers	x	x	x	x	131,874
Automobile Dealers	60,820	x	x	x	x
Furniture and home furnishings stores	16,682	15,964	14,228	13,870	15,424
Electronics and appliance stores	x	10,647	x	x	x
Building material and garden equipment and supplies dealers	54,001	48,479	x	x	57,485
Food and beverage stores	193,289	195,986	200,260	207,673	x
Grocery Stores	x	x	x	x	x
Supermarkets and other grocery (except convenience) stores	x	149,808	153,431	159,722	166,800
Specialty food stores	x	3,289	3,223	x	x
Health and personal care stores	32,105	30,729	31,550	36,912	42,305
Gasoline stations	108,359	106,502	107,180	106,482	120,528
Clothing and clothing accessories stores	16,881	x	x	x	x
Clothing stores	11,353	10,883	10,638	x	x
Jewellery, luggage and leather goods stores	x	3,183	x	x	x
	Year-over-year change				
Total Retail trade	**2.8%**	**-2.6%**	**1.4%**	**5.0%**	**7.1%**
Motor vehicle and parts dealers	...	...	...	...	...
Automobile Dealers	...	...	...	...	...
Furniture and home furnishings stores	...	-4.3%	-10.9%	-2.5%	11.2%
Electronics and appliance stores	...	...	...	...	...
Building material and garden equipment and supplies dealers	-1.7%	-10.2%	...	...	...
Food and beverage stores	3.8%	1.4%	2.2%	3.7%	...
Grocery Stores	...	...	...	...	...
Supermarkets and other grocery (except convenience) stores	...	...	2.4%	4.1%	4.4%
Specialty food stores	...	...	-2.0%	...	...
Health and personal care stores	1.9%	-4.3%	2.7%	17.0%	14.6%
Gasoline stations	11.3%	-1.7%	0.6%	-0.7%	13.2%
Clothing and clothing accessories stores	-7.8%	...	...	...	...
Clothing stores	-6.3%	-4.1%	-2.3%	...	...
Jewellery, luggage and leather goods stores	...	...	...	...	...

x = data suppressed
... not applicable

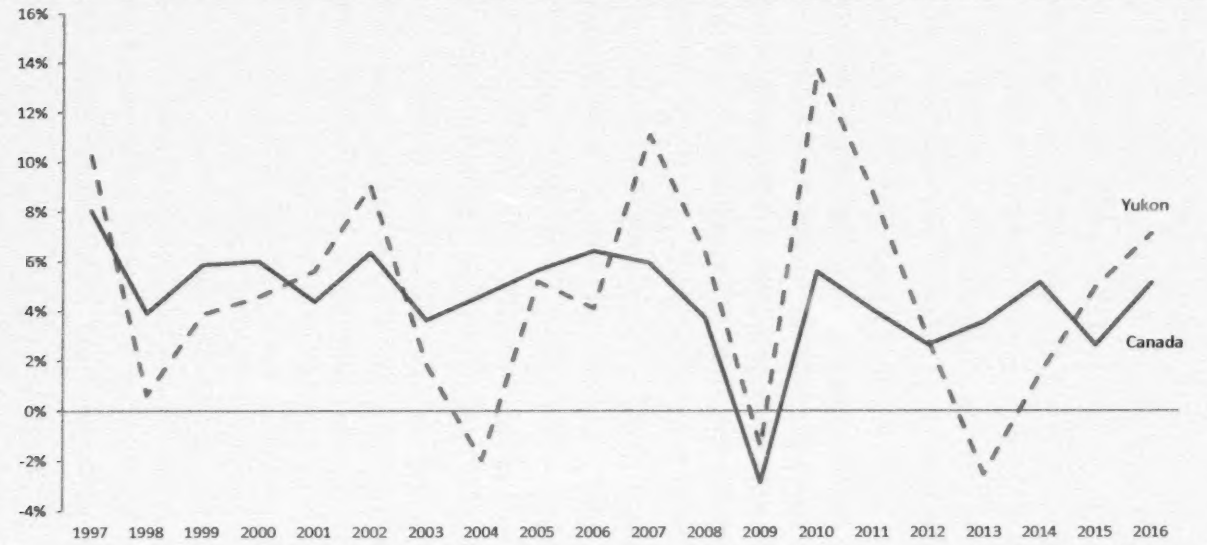


x = data suppressed

Retail trade industry subsectors' data first became available in 2004. However, for most of the subsectors, the analysis of trend is not possible due to intermittent suppressions. Only two subsectors have Yukon data going back for more than ten years — *Food and beverage stores* (with the exception of 2016) and *Furniture and home furnishings stores* (with the exception of 2011).

- The *Food and beverage stores* subsector's contribution to the total retail sales has averaged 29.9% over the years of 2007 through 2015 (2016 data is not available). This industry has seen increasing sales in eight of the last nine years (2007 to 2015). The 2015 sales for this subsector is the highest since the data became available in 2004.
- *Furniture and home furnishings stores'* sales accounted for 2.1% of total retail sales in 2016. Comparing 2016 to 2015, sales in this subsector increased by $1.6 million, or 11.2%.

Retail Sales Growth, Canada and Yukon, 1997 to 2016



- Following a 13.8% increase in 2010, Yukon's year-over-year growth in retail sales steadily declined up to 2013 before regaining an increasing trend. The last three years have seen increases: 2014, +1.4%; 2015, +5.0%; and 2016, +7.1%..
- The 2016, Yukon retail sales growth (7.1%) was 2.0 percentage points higher than the national growth of 5.1%.
- In the past 20 years, Yukon's growth rates of retail sales ranged from a high of 13.8% in 2010 to a low of -2.6% in 2013, while Canada's growth rates ranged from 8.0% in 1997 to -2.9% in 2009.
- Between 1997 and 2016, Yukon's growth rates averaged at 4.8%, while Canada's rates averaged at 4.5%.

Annual Sales, Territories, 2016

	Yukon	NWT	Nunavut
	Sum of Sales ($000s)		
Total Retail trade	**744,789**	**750,096**	**431,077**
Motor vehicle and parts dealers	131,874	146,322	3,958
Furniture and home furnishings stores	15,424	11,608	..
Food and beverage stores	x	311,133	x
Supermarkets and other grocery (except convenience) stores	166,800	227,136	327,493
Health and personal care stores	42,305	42,272	9,263

x = data suppressed
.. not available

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